

September 2022



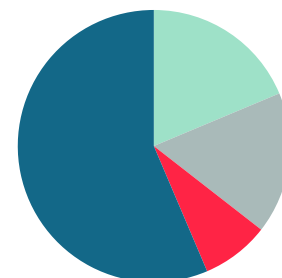
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	71	51	-28.17%
Pending Listings	73	46	-36.99%
New Listings	72	74	2.78%
Average List Price	214,342	203,303	-5.15%
Average Sale Price	206,486	198,634	-3.80%
Average Percent of Selling Price to List Price	96.50%	96.39%	-0.12%
Average Days on Market to Sale	26.00	29.39	13.05%
End of Month Inventory	171	154	-9.94%
Months Supply of Inventory	2.48	2.37	-4.52%



■ Closed (18.68%)
■ Pending (16.85%)
■ Other OffMarket (8.06%)
■ Active (56.41%)

Absorption: Last 12 months, an Average of **65 Sales/Month Active Inventory** as of September 30, 2022 = **154**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2022 decreased **9.94%** to 154 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **2.37** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.80%** in September 2022 to \$198,634 versus the previous year at \$206,486.

Average Days on Market Lengthens

The average number of **29.39** days that homes spent on the market before selling increased by 3.39 days or **13.05%** in September 2022 compared to last year's same month at **26.00** DOM.

Sales Success for September 2022 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 74 New Listings in September 2022, up **2.78%** from last year at 72. Furthermore, there were 51 Closed Listings this month versus last year at 71, a **-28.17%** decrease.

Closed versus Listed trends yielded a **68.9%** ratio, down from previous year's, September 2021, at **98.6%**, a **30.11%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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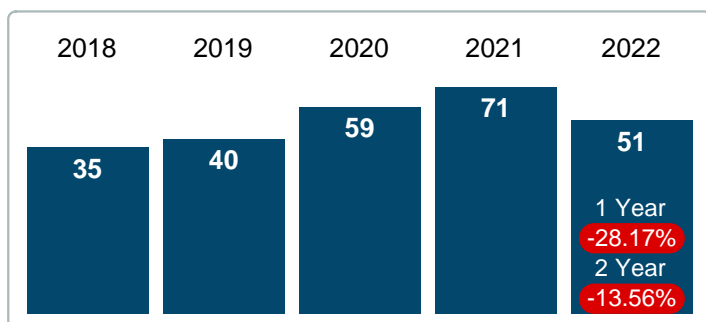
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



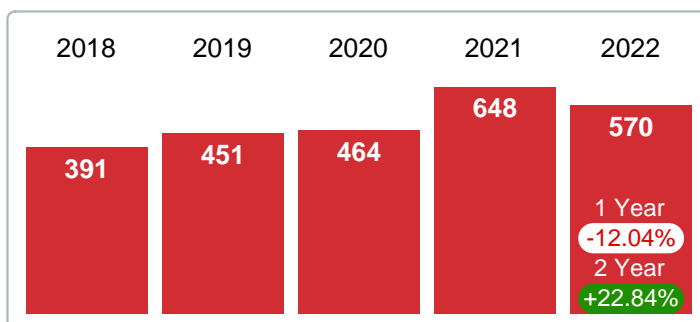
CLOSED LISTINGS

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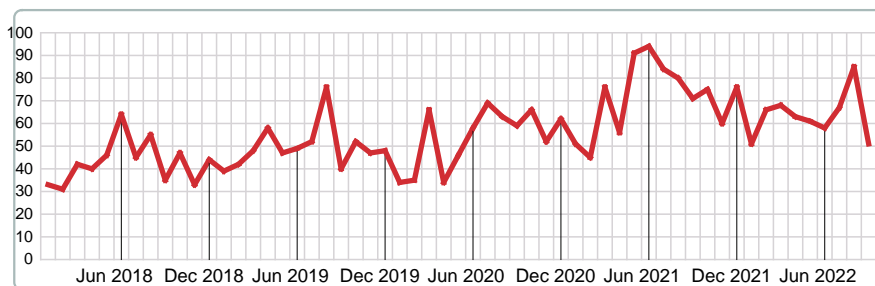
SEPTEMBER



YEAR TO DATE (YTD)

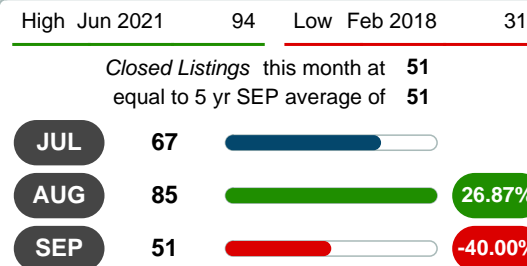


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.84%	12.3	2	2	0	0
\$50,001 - \$100,000	6	11.76%	40.7	2	4	0	0
\$100,001 - \$125,000	7	13.73%	25.4	2	5	0	0
\$125,001 - \$175,000	13	25.49%	27.2	3	8	2	0
\$175,001 - \$225,000	8	15.69%	48.6	0	6	2	0
\$225,001 - \$375,000	7	13.73%	32.7	0	3	4	0
\$375,001 and up	6	11.76%	9.3	1	2	3	0
Total Closed Units	51			10	30	11	0
Total Closed Volume	10,130,325	100%	29.4	1.35M	4.97M	3.81M	0.00B
Average Closed Price	\$198,634			\$134,590	\$165,727	\$346,602	\$0

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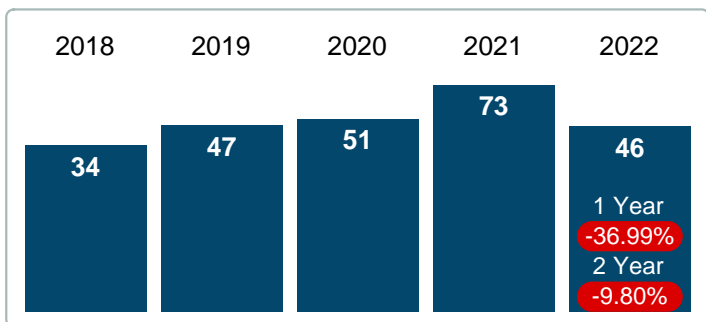
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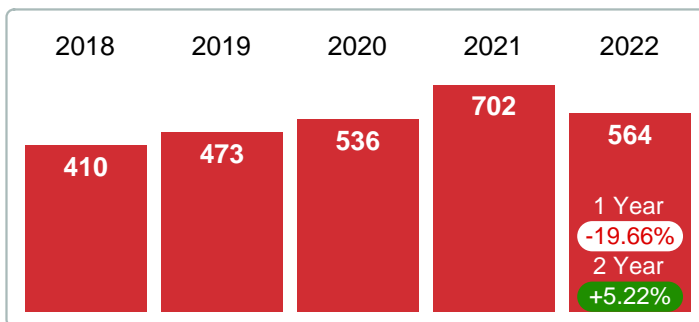
PENDING LISTINGS

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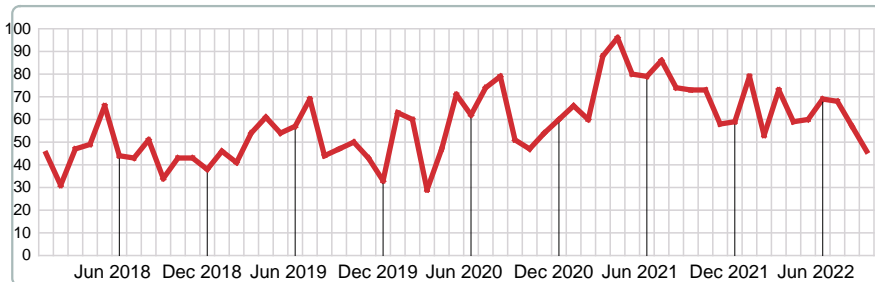
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 50

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 46
below the 5 yr SEP average of 50



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	4.35%	23.5	1	1	0	0
\$75,001 - \$100,000	5	10.87%	5.8	3	2	0	0
\$100,001 - \$150,000	10	21.74%	22.2	2	7	1	0
\$150,001 - \$225,000	11	23.91%	58.9	0	9	2	0
\$225,001 - \$375,000	8	17.39%	39.0	0	5	3	0
\$375,001 - \$575,000	5	10.87%	44.8	0	4	1	0
\$575,001 and up	5	10.87%	65.8	0	3	2	0
Total Pending Units	46			6	31	9	0
Total Pending Volume	11,850,500	100%	39.1	550.40K	8.24M	3.06M	0.00B
Average Listing Price	\$252,458			\$91,733	\$265,706	\$340,356	\$0

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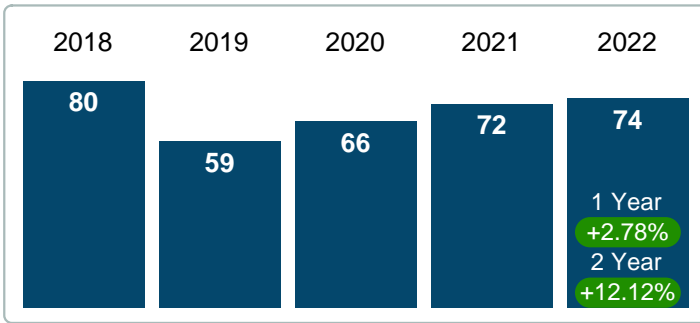
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



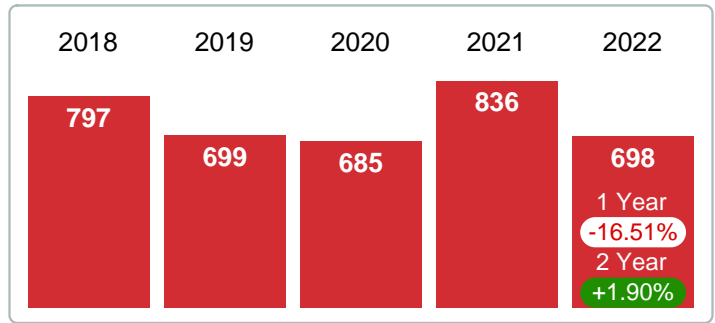
NEW LISTINGS

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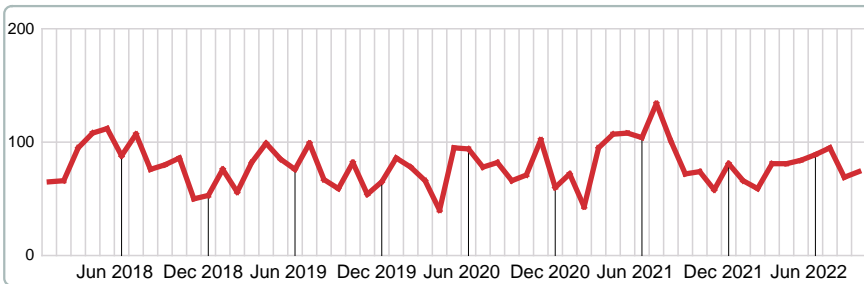
SEPTEMBER



YEAR TO DATE (YTD)

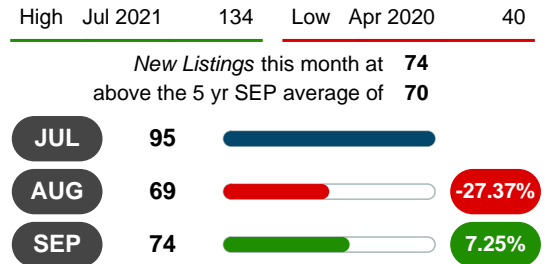


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 70



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.46%	6	0	1	0
\$75,001 - \$100,000	8	10.81%	5	3	0	0
\$100,001 - \$125,000	8	10.81%	3	4	1	0
\$125,001 - \$250,000	22	29.73%	4	16	2	0
\$250,001 - \$300,000	11	14.86%	0	7	4	0
\$300,001 - \$475,000	10	13.51%	1	6	3	0
\$475,001 and up	8	10.81%	0	5	2	1
Total New Listed Units	74		19	41	13	1
Total New Listed Volume	21,684,145	100%	2.10M	14.74M	4.11M	725.00K
Average New Listed Listing Price	\$314,899		\$110,497	\$359,627	\$316,538	\$725,000

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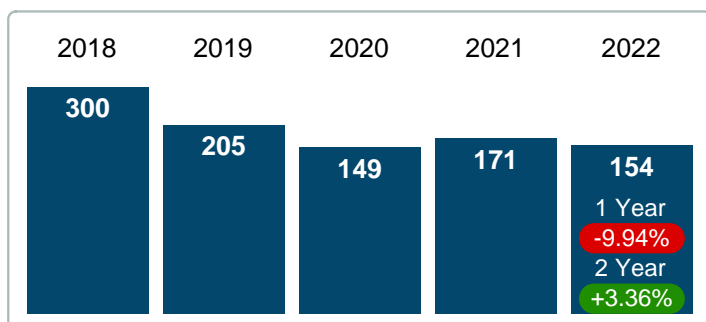
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



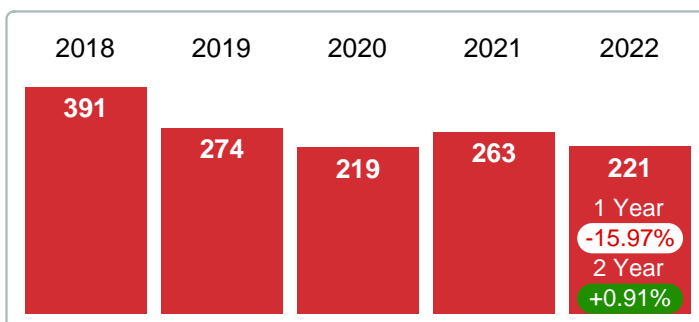
ACTIVE INVENTORY

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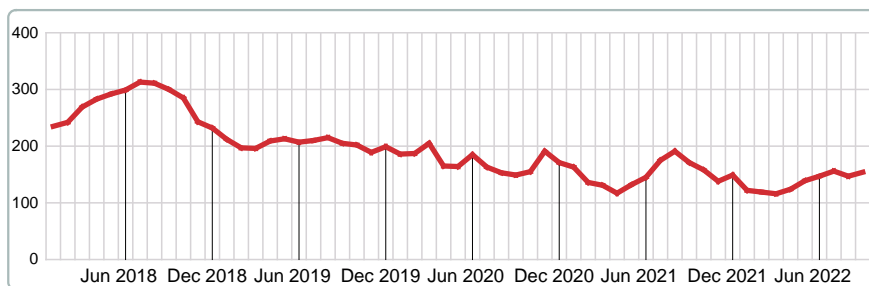
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

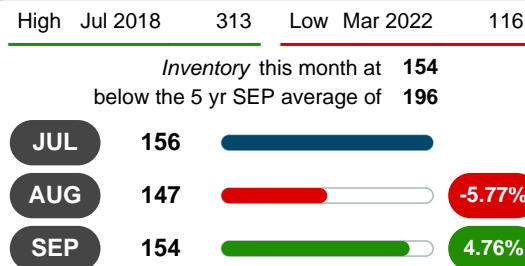


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 196



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	11.04%	53.9	11	4	2	0
\$75,001 - \$100,000	15	9.74%	83.1	8	6	1	0
\$100,001 - \$150,000	17	11.04%	60.7	2	11	3	1
\$150,001 - \$275,000	44	28.57%	60.1	4	26	13	1
\$275,001 - \$375,000	26	16.88%	68.7	3	15	8	0
\$375,001 - \$550,000	19	12.34%	94.8	2	12	4	1
\$550,001 and up	16	10.39%	101.8	0	8	5	3
Total Active Inventory by Units	154			30	82	36	6
Total Active Inventory by Volume	49,489,924	100%	71.8	4.02M	28.50M	13.27M	3.70M
Average Active Inventory Listing Price	\$321,363			\$134,068	\$347,501	\$368,744	\$616,333

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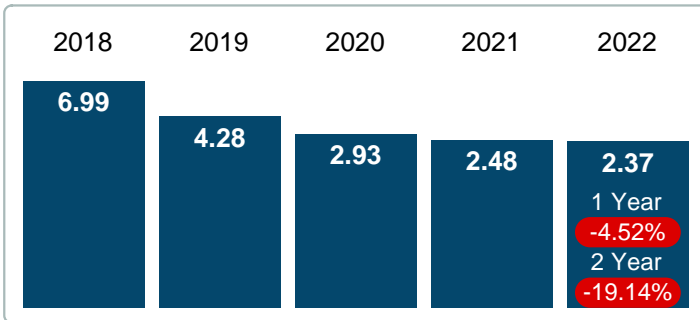
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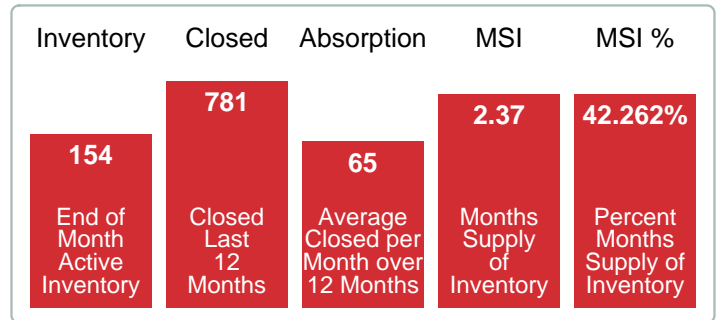
MONTHS SUPPLY of INVENTORY (MSI)

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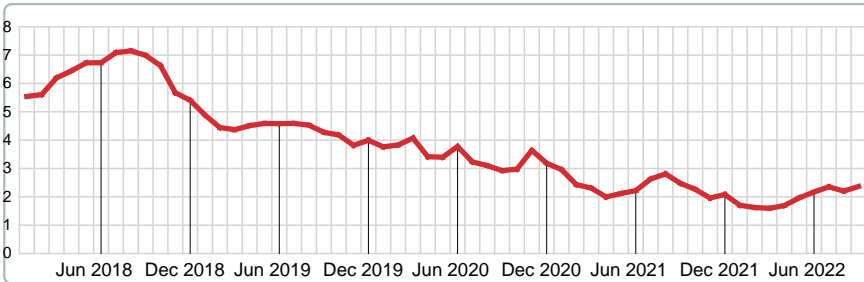
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022

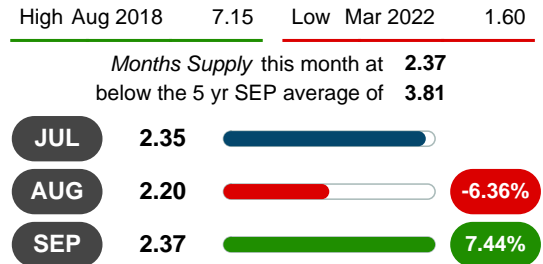


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.81



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	11.04%	1.91	2.59	0.91	8.00	0.00
\$75,001 - \$100,000	15	9.74%	2.54	2.91	2.40	1.71	0.00
\$100,001 - \$150,000	17	11.04%	1.30	0.47	1.45	2.77	6.00
\$150,001 - \$275,000	44	28.57%	1.89	2.53	1.56	2.94	1.50
\$275,001 - \$375,000	26	16.88%	3.67	18.00	3.67	3.20	0.00
\$375,001 - \$550,000	19	12.34%	4.07	4.00	6.00	2.40	2.00
\$550,001 and up	16	10.39%	7.68	0.00	10.67	6.67	6.00
Market Supply of Inventory (MSI)			2.37	2.21	2.16	3.20	2.67
Total Active Inventory by Units		100%	2.37	30	82	36	6

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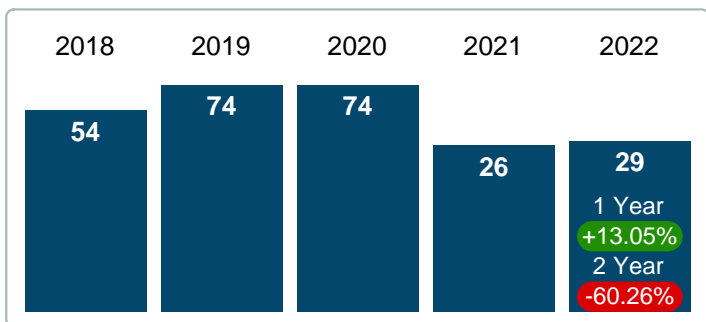
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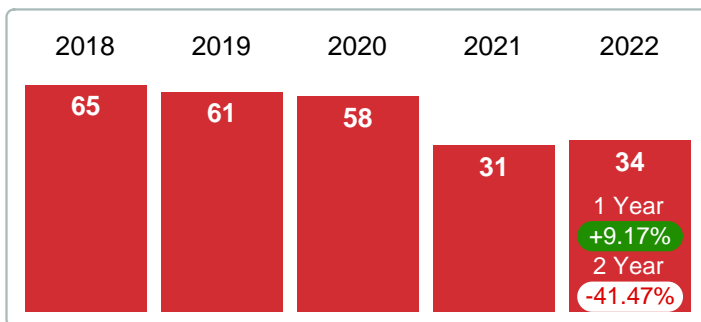
AVERAGE DAYS ON MARKET TO SALE

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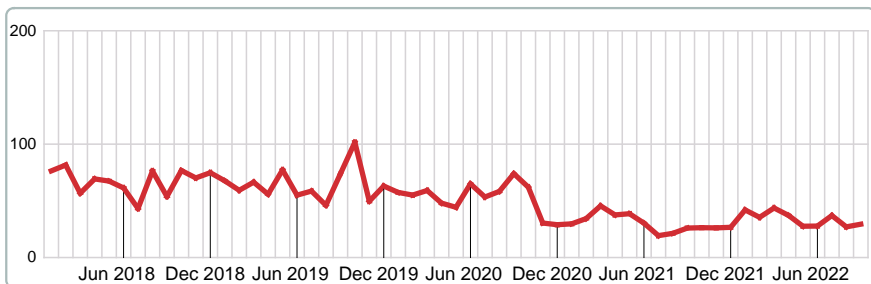
SEPTEMBER



YEAR TO DATE (YTD)

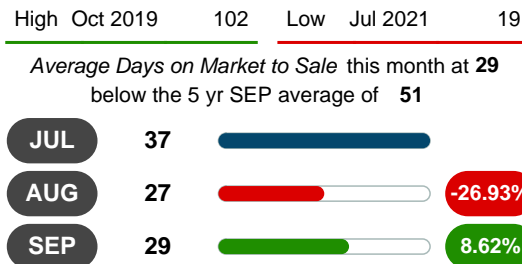


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 51



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7.84%	12	5	20	0	0
\$50,001 - \$100,000	11.76%	41	15	54	0	0
\$100,001 - \$125,000	13.73%	25	3	34	0	0
\$125,001 - \$175,000	25.49%	27	73	16	3	0
\$175,001 - \$225,000	15.69%	49	0	63	7	0
\$225,001 - \$375,000	13.73%	33	0	4	54	0
\$375,001 and up	11.76%	9	3	1	17	0
Average Closed DOM		29	27	32	26	0
Total Closed Units	100%	29	10	30	11	0
Total Closed Volume		10,130,325	1.35M	4.97M	3.81M	0.00B

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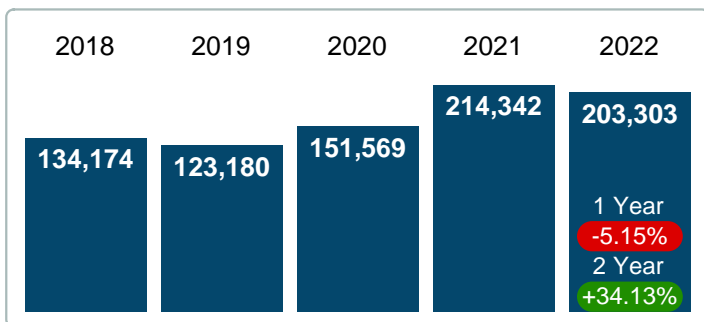
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



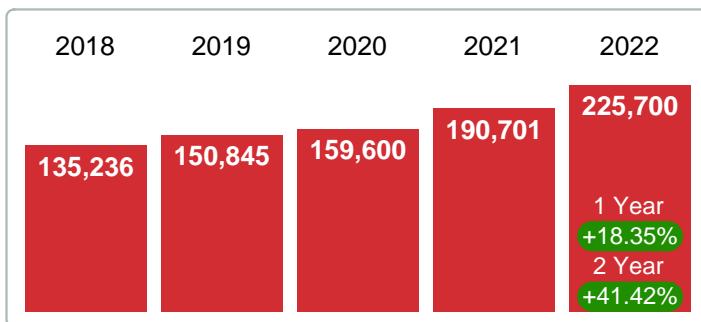
AVERAGE LIST PRICE AT CLOSING

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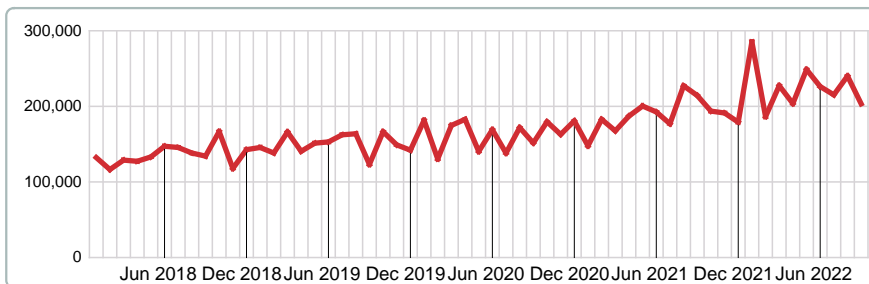
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

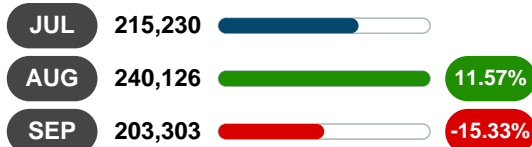


3 MONTHS

5 year SEP AVG = 165,314

High Jan 2022 285,380 Low Feb 2018 116,420

Average List Price at Closing this month at **203,303** above the 5 yr SEP average of **165,314**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5.88%	38,500	50,500	36,750	0	0
\$50,001 - \$100,000	13.73%	77,129	99,500	70,475	0	0
\$100,001 - \$125,000	11.76%	119,633	119,950	121,580	0	0
\$125,001 - \$175,000	21.57%	145,245	168,000	154,963	142,500	0
\$175,001 - \$225,000	21.57%	192,423	0	193,783	196,475	0
\$225,001 - \$375,000	13.73%	291,343	0	258,300	316,125	0
\$375,001 and up	11.76%	540,250	389,000	472,250	636,000	0
Average List Price		203,303	143,290	169,503	350,041	0
Total Closed Units	100%	203,303	10	30	11	0
Total Closed Volume		10,368,450	1.43M	5.09M	3.85M	0.00B

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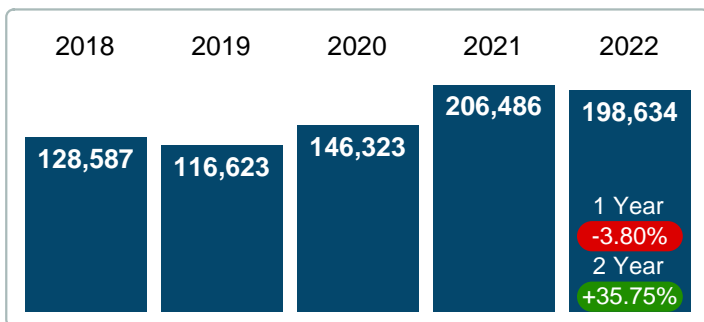
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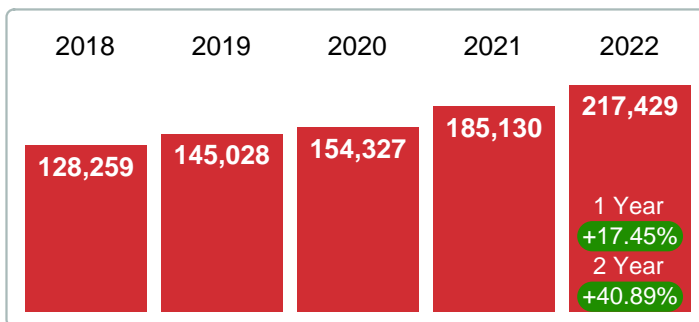
AVERAGE SOLD PRICE AT CLOSING

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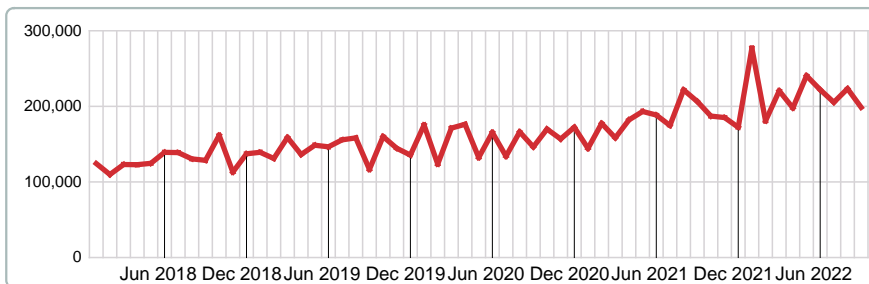
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

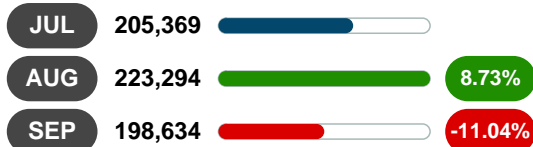


3 MONTHS

5 year SEP AVG = 159,330

High Jan 2022 276,918 Low Feb 2018 109,807

Average Sold Price at Closing this month at **198,634** above the 5 yr SEP average of **159,330**



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7.84%	38,625	43,750	33,500	0	0
\$50,001 - \$100,000	11.76%	73,833	94,000	63,750	0	0
\$100,001 - \$125,000	13.73%	117,857	121,700	116,320	0	0
\$125,001 - \$175,000	25.49%	149,075	145,667	150,725	147,588	0
\$175,001 - \$225,000	15.69%	190,669	0	189,567	193,975	0
\$225,001 - \$375,000	13.73%	289,357	0	255,000	315,125	0
\$375,001 and up	11.76%	536,500	390,000	480,000	623,000	0
Average Sold Price		198,634	134,590	165,727	346,602	0
Total Closed Units	100%	198,634	10	30	11	0
Total Closed Volume		10,130,325	1.35M	4.97M	3.81M	0.00B

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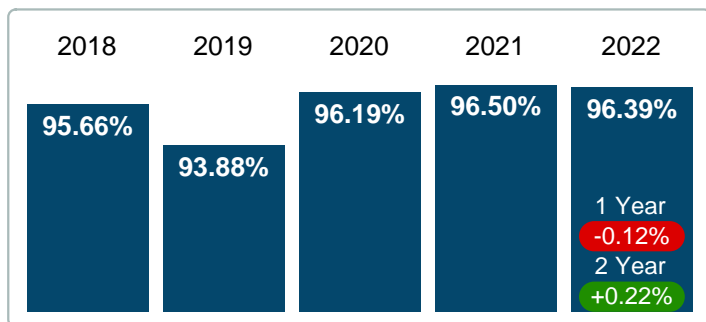
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



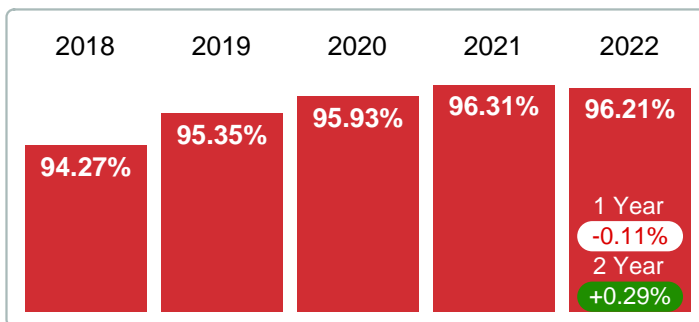
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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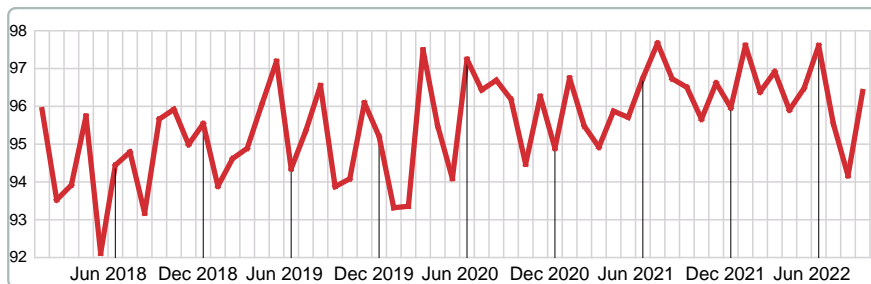
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

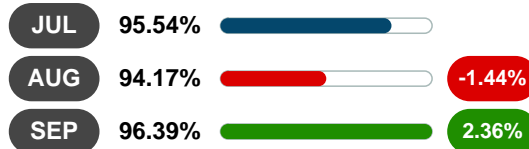


3 MONTHS

5 year SEP AVG = 95.72%

High Jul 2021 97.67% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.39%** equal to 5 yr SEP average of **95.72%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.84%	88.52%	87.87%	89.17%	0.00%	0.00%
\$50,001 - \$100,000	6	11.76%	91.31%	94.51%	89.72%	0.00%	0.00%
\$100,001 - \$125,000	7	13.73%	97.44%	101.46%	95.84%	0.00%	0.00%
\$125,001 - \$175,000	13	25.49%	96.21%	87.57%	97.71%	103.19%	0.00%
\$175,001 - \$225,000	8	15.69%	98.38%	0.00%	98.23%	98.84%	0.00%
\$225,001 - \$375,000	7	13.73%	99.51%	0.00%	98.78%	100.06%	0.00%
\$375,001 and up	6	11.76%	99.60%	100.26%	101.99%	97.79%	0.00%
Average Sold/List Ratio		96.40%		93.06%	96.26%	99.79%	0.00%
Total Closed Units		51	100%	10	30	11	
Total Closed Volume		10,130,325		1.35M	4.97M	3.81M	0.00B

September 2022



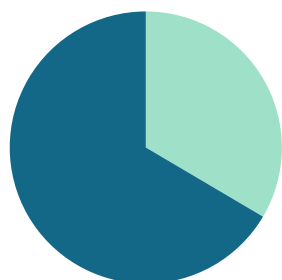
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

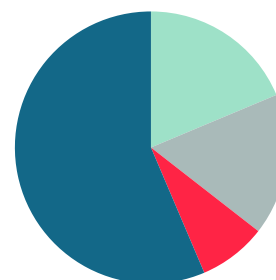


Inventory
 New Listings
74 = 33.48%
 Start Inventory
147
 Total Inventory Units
221
 Volume
\$66,837,514

Market Activity

Closed Sales
51 = 18.68%
 Pending Sales
46 = 16.85%
 Other Off Market
22 = 8.06%
 Active Inventory
154 = 56.41%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	71	51	-28.17%	648	570	-12.04%
Pending Sales	73	46	-36.99%	702	564	-19.66%
New Listings	72	74	2.78%	836	698	-16.51%
Average List Price	214,342	203,303	-5.15%	190,701	225,700	18.35%
Average Sale Price	206,486	198,634	-3.80%	185,130	217,429	17.45%
Average Percent of Selling Price to List Price	96.50%	96.39%	-0.12%	96.31%	96.21%	-0.11%
Average Days on Market to Sale	26.00	29.39	13.05%	31.13	33.99	9.17%
Monthly Inventory	171	154	-9.94%	171	154	-9.94%
Months Supply of Inventory	2.48	2.37	-4.52%	2.48	2.37	-4.52%

Absorption: Last 12 months, an Average of **65** Sales/Month

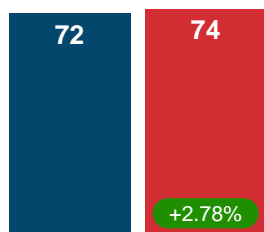
Inventory on September 30, 2022 = **154**

2021 **2022**

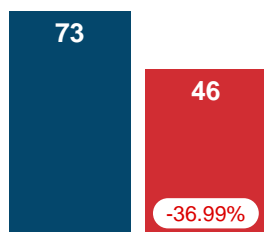
SEPTEMBER MARKET

AVERAGE PRICES

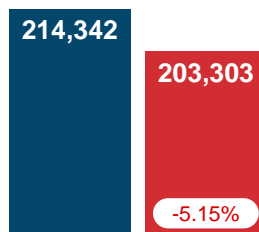
New Listings



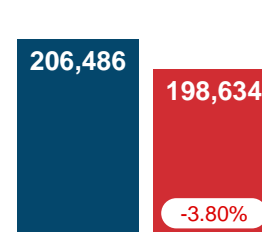
Pending Listings



List Price



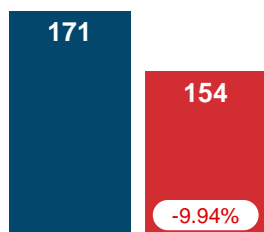
Sale Price



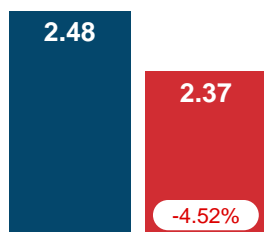
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

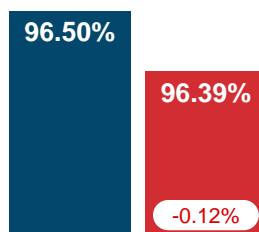
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

